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Partnership in Vietnam

University of Dayton

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NEWS



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Friday May 27, 2016

Partnership in Vietnam

A new partnership between the University of Dayton and HATCH! BATTLE Junior opens the University's international startup competition to college students in Vietnam and offers them the chance to win money and support for their business ideas.

Ho Chi Minh City will be the third location for the University's Business Plan Competition, which awards \$65,000 in cash prizes at the final round in Dayton.

The partnership allows HATCH! BATTLE to extend its junior competition to the international level and entice students with prizes. It helps the University reach a top-10 market for startups in Asia without duplicating existing efforts, said Terence Lau, associate dean of undergraduate programs for the University of Dayton School of Business Administration. Lau spoke to media in Vietnam at a press conference on May 27 to formally announce details of agreement.

"HATCH! is a leading-edge organization with the expertise, capability and willingness to execute an elevator pitch round with the University," Lau said. "We are very fortunate to partner with HATCH!, and be one of the first U.S. universities to directly engage with student-led startups in Vietnam. It is a great opportunity for University of Dayton students to engage with student entrepreneurs from around the world and learn to operate in a global business environment."

HATCH! has become the go-to resource for entrepreneurship in Vietnam since it was created in 2012. It now supports more than 100 companies and more than 10,000 entrepreneurs.

Director Dat Quoc Pham said he is happy to partner with the University because he started his first business while studying in college and knows the value of that experience.

"This is just the beginning of a long-term relationship that will contribute significantly to the entrepreneurship development in both Vietnam and U.S.," he said.

HATCH! Battle Junior participants will go through training workshops and then will have 90 seconds to pitch their business idea to judges in Ho Chi Minh City Oct. 7-8. The University will award \$5,000 in prizes to the top teams.

The winning team will advance to a second round at the University of Dayton China Institute in Suzhou, China. The team will receive free travel to Suzhou as part of their prize package, along with mentoring through the HATCH! network of entrepreneurs and startup coaches.

The winning team in China will receive free travel to Dayton, Ohio, to compete in the final round in April.

"This is a great opportunity because an entrepreneur who wants to start a business today is going to have to think about how to do business globally," said Vincent Lewis, director of the University's Crotty Center for Entrepreneurial Leadership.

More information about the 11th annual University's Business Plan Competition is [available online](#).

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